

Head Office : Nilkamal House, 77/78, Road No. 13/14, M.I.D.C., Andheri (East), Mumbai - 400 093, INDIA. Tel. : (91-22) 4235 8888

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Furniture Division : Fax : (91-22) 2835 3556 ● E-mail : furniture@nilkamal.com

@home Division : Fax : (91-22) 2837 2787 ● E-mail : connect@at-home.co.in ● Visit us at : www.nilkamal.com ● Visit us at : www.at-home.co.in

10<sup>th</sup> November, 2017

## Nilkamal Limited – Press Release on Q2 FY18 Results

Nilkamal Limited today reported its financial performance for the quarter and half year ended 30<sup>th</sup> September, 2017.

### Financial Highlights:

- ❖ Plastics business exhibits volume and value de-growth of 4% and 2%.
- ❖ Records EBIDT of ₹ 58 crores, up by 8.46%.
- ❖ PAT up by 5.7% at ₹ 27.83 crores.
- ❖ @home – the retail business achieves turnover of ₹ 52.96 crores, EBIDT of ₹ 2.48 crores and profit of ₹ 0.94 crores.
- ❖ Declares Interim dividend of 40%.

(₹ in Crores)

Particulars	Q2		H1		FY 2017
	FY 2018	FY 2017	FY 2018	FY 2017	
Total Income	465.68	471.14	957.54	935.60	1968.66
EBIDTA	58.28	53.74	105.89	116.01	229.32
PBT	42.53	38.17	75.77	84.76	168.92
PAT	27.83	26.33	50.20	58.00	118.45
Basic EPS	18.65	17.64	33.64	38.87	79.38
Cash EPS	27.36	26.10	50.24	55.65	112.09

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## Performance of the Company for Q2 FY18.

The transition to the GST regime impacted the business growth in the early part of Q2FY18, despite which, the Company had delivered a modest performance. Net sales declined from ₹ 468.59 crores for Q2FY17 to ₹ 464.69 crores for Q2FY18, whereas the EBIDT recorded by the Company was ₹ 58.28 crores for current period vis-à-vis ₹ 53.74 crores for corresponding period of the previous year. PAT was up by 5.7% on a y-o-y basis, thus recorded at ₹ 27.83 crores for the current period.

The plastics business of the Company displayed a volume and value de-growth of 4% and 2% respectively on a y-o-y basis.

Further, the Company has incurred a capital expenditure of ₹ 20.33 crores during Q2 FY18, totaling to ₹ 48 crores for H1 FY18. The Company envisages incurring additional capex of ₹ 50 crores for the second half of FY18. The advertisement and promotional spends to support brand building and the Company's ready furniture and mattress business shall be stepped up by the Company by an amount of ₹ 20 crores approximate during the forthcoming quarters of FY18.

'@home' - the retail business of the Company recorded turnover of ₹ 52.96 crores for Q2FY18, as compared to ₹ 66.40 crores of the corresponding quarter of the previous year. The said business posted profits of ₹ 0.94 crores for Q2FY18 vis-à-vis ₹ 3.22 crores of Q2FY17, whereas the profits for H1 FY18 stood at ₹ 1.86 crores as compared to ₹ 1.84 crores of H1 FY17.

The mattress business of the Company displayed a healthy sales growth of ₹ 15.19 crores for the quarter under review, up by 73% on a y-o-y basis from ₹ 8.78 crores. The Company has commenced operations at two of its mattress manufacturing units situated at Barjora (in the eastern region) and Bhiwandi (in the western region) in the end of October 2017. With this development, the Company's mattress business has marked its presence in all the four regions of the country.

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The Company's bubble-guard business, which has commenced its operations during the last quarter, was well accepted in the market. The said business has achieved a sales turnover of ₹ 0.84 crores for Q2FY18. The Company has now began developing B-2-B market for the said business and is building dealer-distribution network for encompassing further business. The Company is optimistic about the growth of this business.

The Board of Directors has approved a payment of an interim dividend of 40% i.e. ₹ 4.00 per equity share of ₹ 10 each, which shall be paid to all the members whose names appear on the Register of Members as on 18<sup>th</sup> November, 2017.

### Joint Venture and subsidiaries

Both the Company's joint venture companies have achieved turnover growth, whereas both the subsidiary companies displayed subdued performance during Q2 FY18. However, the profits for all the said companies were under constraint. The business of the said joint venture and subsidiary companies is negligible compared to the standalone business of the Company.

### About Nilkamal

Nilkamal Limited is an industry pioneer in the manufacturing business of moulded furniture and material handling products with diversified product profile across various segments along with a diversified customer base including household customers, industrial customers and retail buyers. It is also having its presence in the retail business of lifestyle furniture, furnishings and accessories under its brand '@home' & Nilkamal Mattresses.

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### Cautionary Statement

Some of the statements in this communication that are not historical facts are forward looking statements. These statements are based on the present business environment and regulatory framework. Developments that could affect the Company's operations include significant changes in political and economic environment in India, tax laws, import duties, litigation and labour relations. We assume no responsibility for any action taken based on the said information, or to update the same as circumstances change.

FOR NILKAMAL LIMITED



PRITI DAVE

(COMPANY SECRETARY)